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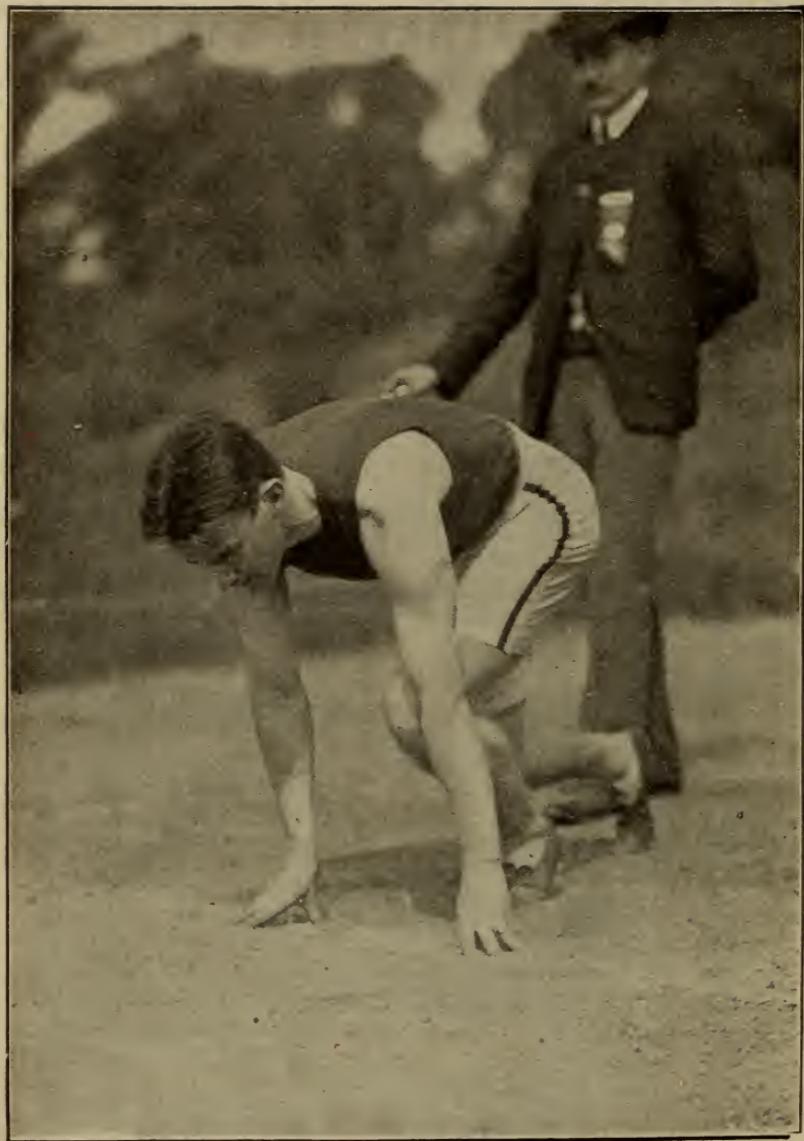
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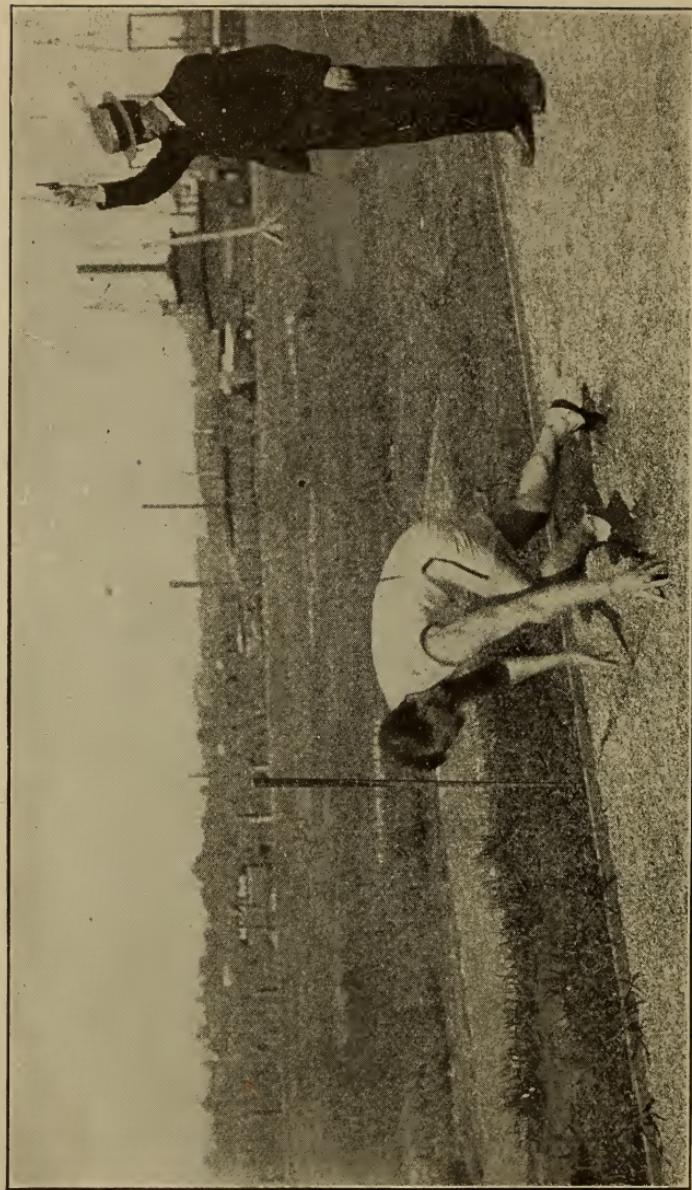
"ON THE MARK."

SPALDING'S PRIMER SERIES
No. 4P

HOW TO SPRINT



Published by
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REPORT OF THE PISTOL.
Showing the correct way of leaving the mark.

TYPES OF SPRINTERS—THE BEST
STYLE TO COPY

The mode of preparation, for a sprint, has always been a somewhat perplexing question not only to the young lad who is desirous of building up his body and achieving the many laurels of the successful athlete, but to the professional trainer as well, who undoubtedly has spent the greater part of his life training himself and others. The reason for this puzzling question can be easily understood if one will but consider that hardly any one of us anatomically corresponds to the other, so that one method of preparation which might be of valuable assistance to one, on the other hand might be a most serious detriment to another.

It has previously been thought, and is still believed, that the most predominant requisite of a sprinter is that he should be tall, with long limbs, and very muscular, in order to stand the terrific strain. All these points one must admit are very good, and very hard to dispute, still, let me add, they are not absolutely essential, as sprinting is unlike the other running events. Some of our great sprinters were men averaging nearly six feet, but in the last few years sprinting has been somewhat revolutionized, so that to-day we find that the majority of our short distance runners are men of rather small stature.

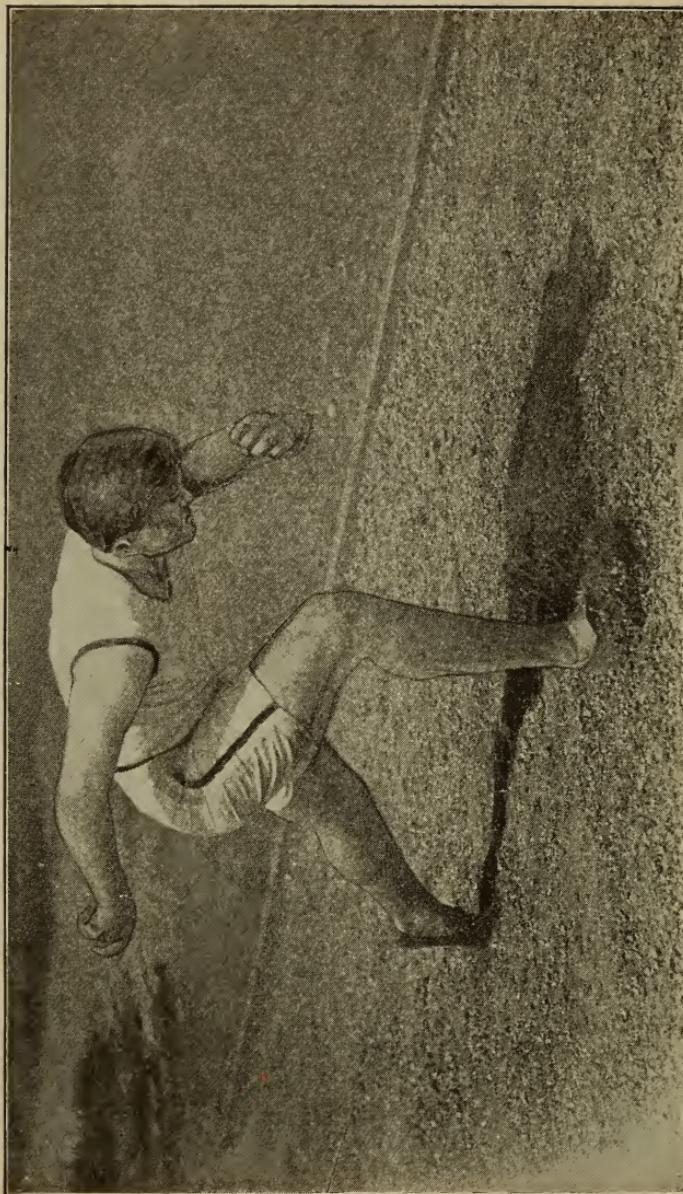
During my period of active competition, I have become acquainted somewhat with the methods employed by not only our own foremost trainers, but likewise the methods of the foreign athletic men. It is very difficult to prescribe certain fixed re-



RAISING OF BODY.
Showing correct position of the arms and forward position of body.

quisites for a first class runner, as everybody can sprint more or less. In studying the various types of athletic ability it has been my fortune to meet, I observed that sprinting is a strain not so much upon the muscles as it is upon the nervous system. Time and time again have I competed against the model formed men from the gymnasium, but when it came to a contest of speed, it was noticeable at once that these men lacked the adequate nervous force. Nervous energy then is the foremost requisite of an ideal sprinter. How often is to be observed upon the cinder-path the restless manner of the young athlete, and although he endeavors to hide his nervousness, he little realizes that without this uneasiness he will be unable to battle creditably through his contest. Having been endowed with the necessary nervous force, the build of a sprinter is next observed—as a rule the body should be symmetrical, the limbs long, especially from the thigh to the knee; no over-grown muscles or mis-shapened bones must be present, as all these detract from the form of racing. In general, highly developed nervous force, with a symmetrical body, are the chief requisites of an ideal sprinter.

In very few runners have I seen the same action displayed as in myself, but in time I hope to see this style universally adopted by all desirous of achieving success. In comparing B. J. Wefers, a fellow college man of mine, let me endeavor to distinguish the different types of actions. One must admit that "Bernie" was the foremost man of his time, but in studying his style of running, it was directly opposed to mine. His running impressed one of a trotting horse, action perfect, and a more beautiful manner of running was never witnessed. How often did the long limbed Mercury himself startle the spectators with his machine like strides. On the other hand, contrast



THE FIRST STRIDE.

Showing the jabbing motion of the right leg, which is thrust directly forward.

my close-to-the-ground action, striding directly from the hip, my upper body working similar to a pacing horse and in perfect unison with my limbs. It is not the beautiful action of my predecessor and it has often been wondered how it was possible for me to cover so much ground, but let me assure the reader that my action of striding from the hip, enabled me to cover the same amount of ground, if not more, than the former champion.



EXERCISE FOR DEVELOPING STRIDE.

Body erect, hands on hips, right leg raised well up so knee strikes chest.
Alternate with left leg.

GENERAL HINTS ON TRAINING

Training is the exercising of certain muscles of the body so that one is enabled to perform more efficiently and with more facility a particular effort. In other words, it is analogous to the familiar phrase, "Practice makes perfect." How noticeable it is that more thought and practical knowledge is not emphasized upon this necessary principle of athletic success. Frequently I have seen—and know—many promising athletes who have been rendered unfit athletically by following the advice of trainers. The latter, as a general rule, should be men who have had an extended regime of training, for with few exceptions the trainer who has not entered into active competition cannot hope to succeed. It is of great advantage that one should have participated in the various branches of athletic contests, as the many lessons learned from his practical knowledge enables one to apply himself so that he can train successfully. Gradually, however, in aspiring to the head of the branch of sprinting, one must, as he grows older, eliminate these other forms of athletics and apply himself especially to sprinting.

Athletes, as a general rule, are overtrained rather than undertrained; that is, they have been subjected to a system of training regardless of the physical capacity of their body. Hence, the athlete should be watched very closely, so that when the day of his trial approaches he shall be at his very best, and not



STRIDING.

Exercise for developing the stride and to develop endurance.

totally unfit to stand the terrific strain. It is very essential that a tabulated record of a man's condition should be noted from the time he commences training, and all through the period his work should be regulated so that gradually his best form will be produced. Common sense should be generally followed, and the old idea of practically overlooking the man should be dispensed with. In fact, the whole secret of training lies in knowing which kind of work should be adapted to suit the particular individual.

I have often been asked by many school boys what method of training I follow, and have been urged to reveal the secret of my success. There is no secret that I know of, and I do not believe that my method of training differs in any very important feature from hundreds of other runners. But there is no doubt that while in training the most important requisite to getting into form is one's personal habits. Regular and sufficient sleep, avoidance of drugs, alcohol and tobacco in any form; in a word, the exclusion of every form of even the slightest dissipation.

Training properly conducted should not be an ordeal to be feared, but on the contrary, should be a process that brings out all that is best in the athlete and stores up a nerve force of vigor that is more or less completely under the control of the one who trains faithfully and intelligently. It is this control of vigor that distinguishes the properly trained man from the overtrained one. The man who is overtrained expends his vigor and vitality rashly; it is not absolutely under his control, and he uses up more energy to make his muscles respond than is necessary. The result is that he fatigues rapidly, while the carefully trained man can economize his strength, holding it completely under his command and liberating his reserve store for the final spurt that counts for victory.



BOUNDING.

Showing exercise for developing the stride. Body well up on the toes.

Science is only the highest form of common sense, and the man who would train scientifically must first of all train sensibly.

It is generally believed that a large gymnasium and elaborate apparatus are absolutely necessary in the development of a runner. All these are very essential in their way, but as a matter of fact, the indoor gymnasium plays a minor part in the development of the sprinter. The value of fresh air and sunlight cannot be overestimated. There are few runners who do any outdoor running who will not tell you that they feel much better when their outdoor work begins. Sprint runners in particular must get the energy that clips off fractions from the ten-second mark from the blue sky and the fresh air and the warm sunlight. The enthusiast who follows up records will bear me out in this—for most good records for the sprints have been made at a time of the year when outdoor exercise was the rule. It is true that some men are faster in the dashes on an indoor track than on an outdoor track. Still that does not disprove my contention. For I think that a man who is fast on an indoor track would be much faster if he devoted a sufficient amount of time and attention to his outdoor exercise. Anything that will make one feel stronger and more vigorous must be a valuable adjunct in training. Therefore I am convinced that the sunlight and fresh air are factors of the greatest importance, in storing up energy, to the athlete.



ON THE MARK—CORRECT WAY.

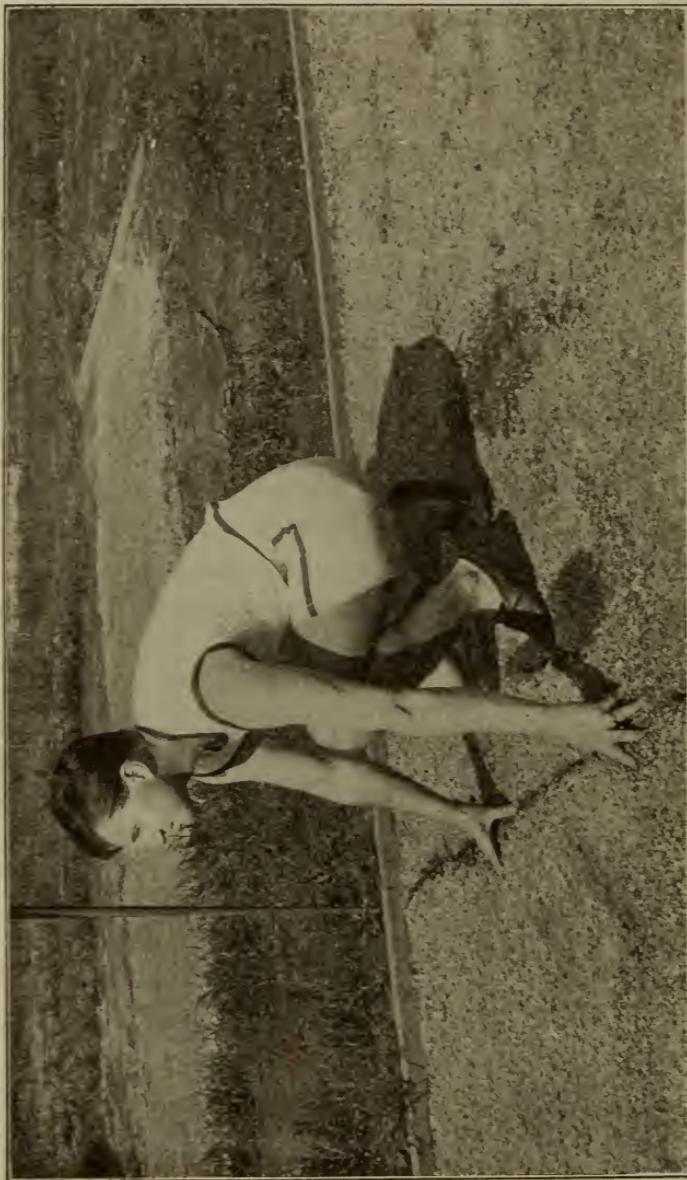
Showing the perfectly relaxed condition of the whole body. Right knee resting on track.

ADVICE TO BEGINNERS

It has frequently been asked at what age should a sprinter commence to develop his sprinting faculties. To the young athletes I address these remarks, and though realizing the old adage that it is never too late to learn, in this respect one must admit that the learning must begin at an early age. Let me inform the reader that sixteen or seventeen is a most suitable age to start. At this time of life the bones of the body are gradually rounding into shape, and the muscles are easily susceptible of development. At this age we generally find the young lad in school, and it is surprising what a noticeable effect the preparatory institutions have, not only upon the modelling of character, but likewise upon the physical structure of the body. It is not totally necessary that the young man devote his whole time exclusively to sprinting; enjoy all the pleasures of the various branches of athletic sports; they all have certain advantages which help to develop manly traits, which assert themselves in after life.

PREPARATORY WORK OF SPRINTERS.

Sprint-running has always been a subject very keen to the young mind as well as the sport-loving people of this country and abroad. It is true that the race is only for a short distance, but in that elapse of time what a wonderful amount of excitement and enthusiasm can be aroused. To the spectator as well



POOR FORM ON THE MARK.

Body too cramped and rigid, neck muscles cramped, arms too wide apart, right leg too close, should be extended more.

as the athlete himself there is that fascination which seems to hold one's undivided attention until the race is over. Then, too, in viewing the long distance runs, the interest in the race lags for a while until the final sprint for the tape. Consequently I think that all will agree with me in voting sprinting the most popular of running events.

So to the young athlete who is desirous of taking up the exercise of sprinting, let me offer a few suggestions which I trust shall be advantageous to him. The preliminary work of sprinting, that is the first few days of practice, should be spent mostly in rather light exercise in the gymnasium, with the chest-weights, and in the exercise of pulling up the body. The running should be practised gently in order to give the muscles of the legs time to work out gradually. Two weeks of this jogging should be indulged in and great caution must be taken that the individual should run far up on the toes. Another important point which ought to be practised is the manner of bounding, that is as soon as the ball of the foot lands upon the floor or the cinders, as the case might be, a bound should be cultivated so that the runner will remain upon the ground for as short a space of time as possible. In preparing for all of my races I always paid a great deal of attention to this very important point. It seems to be the most difficult matter to master, but as soon as it is accomplished it is practically half of sprinting. Formerly there was no serious thought placed upon this spring, but gradually all the sprint-runners of to-day are endeavoring to acquire the necessary knack.

The position of the body should be inclined at an angle of about eighty degrees, in other words, more forward than perpendicular. The common fault of a great many of our athletes of to-day is that the body is too straight and rigid, this is a very

CORRECT SET.
Weight of body on left leg and hands—body well over.



bad fault and a serious retardment to speed. How often in racing can be seen the novice runner as he draws near to the finish of his race gradually lose the poise of his body, so that practically he is running back upon his heels instead of keeping the body poised over the balls of the feet.

The arms should be swung diagonally across the chest and worked simultaneously with the legs. This cross arm motion I found of valuable assistance to me in many of my races, as it proved a great help to my retaining the bound. Many sprint-runners have adopted the forward and backward arm motion, this is not a bad style to cultivate, but I believe it is inferior to the cross arm swing. Great care should be taken when practising this arm motion that the arms are not swung to far out, for in such a case the swing is of no assistance whatever, as the position of the body is altered. It is a very easy motion of the arms, the muscles of the shoulders and forearm being brought into play.

A good position of the hands while running is to hold the hands clinched in such a manner that the thumb and index finger are protruded a little in advance of the other fingers and inclined towards the ground. The reason for this inclining is that with the help of the muscles of the forearm and upper arm, it aids in keeping the body poised forward so that the chest and head cannot fall backwards.

The head should be held firmly by means of the muscles of the neck and inclined a little forward, and retained in that position throughout the race. With the head held firmly placed in this position, the shoulders should be shrugged, thus practically holding the shoulders and head together. Under no conditions allow the position of the head to change, for as soon



"THE SHRUG."

Position assumed in the final burst for the tape.

as the poise of the head is lost the whole form of running is altered. In the picture on the opposite page I have attempted to illustrate the shrugging of the shoulders and the forward position of the head.

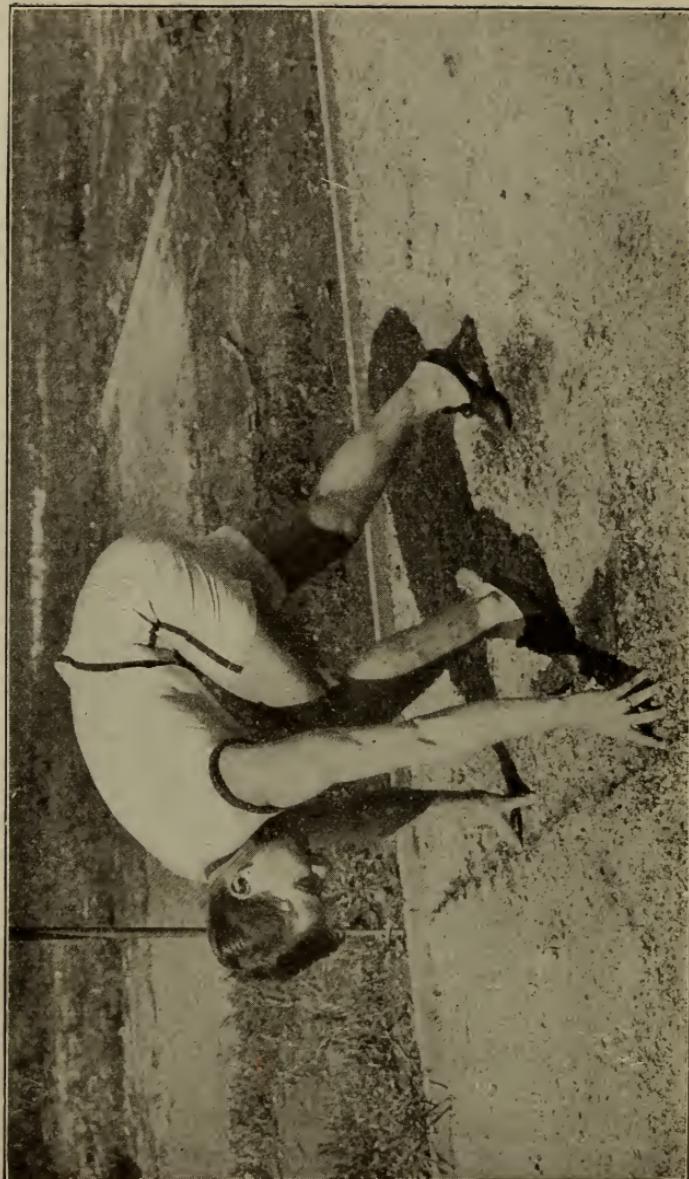
Having considered the position of the body in general and having taken for granted that the young athlete has spent the first preliminary days in the exercising in the gymnasium and jogging in order to cultivate the bound of which I spoke heretofore, the next thing for careful consideration is the manner of starting.

THE START.

The art of starting seems to be the most difficult part of sprinting for the beginner to master. It is the most important element which enters into the exercising of running, and although realizing that a great deal can be said upon this necessary function, it is my intention to confine myself entirely upon the experience I have had in regard to my own manner of starting, known as the "Kangaroo Start."

Formerly, in starting, the sprinters used the standing start; that is, the hands were not placed upon the ground whatever. This style of starting is now almost obsolete and bears no comparison with the crouching start of to-day. Many old-time runners will talk considerably upon the old form of starting, and seriously contend that the standing start is superior to the crouching start. It was astonishing to me while touring through Europe to notice many of the foreign athletes still retaining this old system of starting. It was plainly evident to me that their chances of winning were very slight, and my manner of starting appeared an enigma to them.

With the last decade the crouching start has been universally

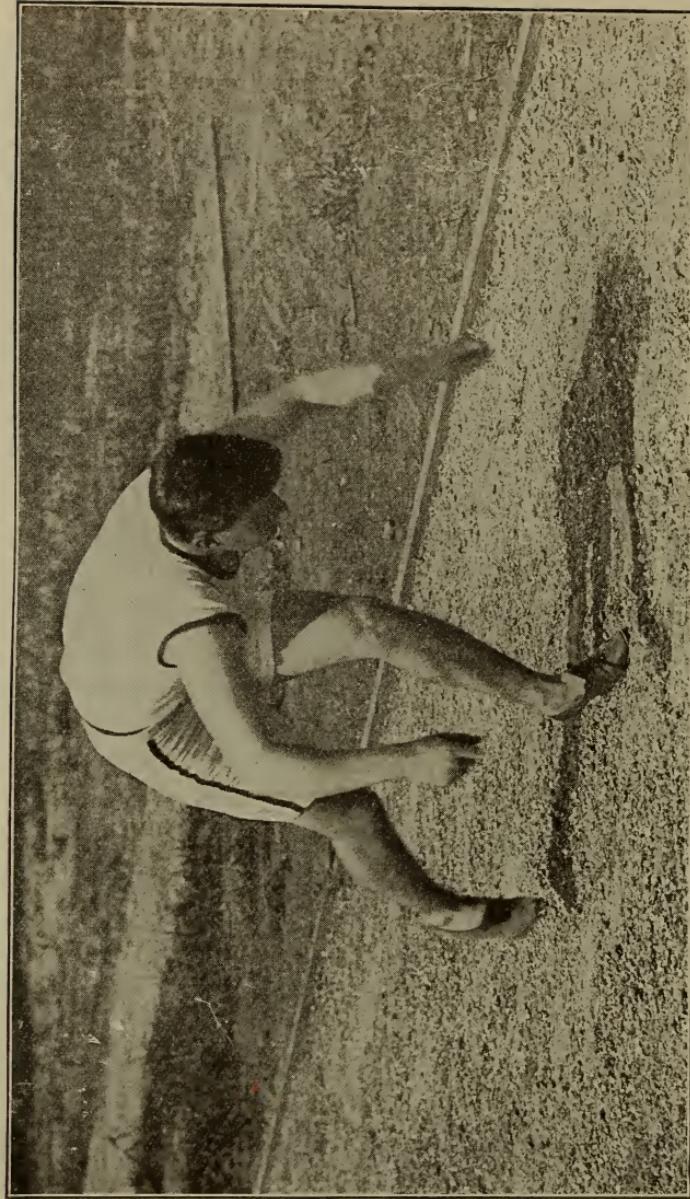


INCORRECT SET.

Back leg too straight and rigid, thus keeping the body too far from the ground.

adopted by ~~an~~ athletes, both in this country and likewise abroad. It is very difficult to ascertain who was the first sprinter that introduced this peculiar manner of starting, as many old-time runners claim the distinction. To-day it is a revelation to the public, and also to many athletes themselves, that in starting from such a position how it can be managed so scientifically and with such promptness. A very simple illustration, which might help to inform the reader how such a crouch can insure such exactness, is in observing the tiger, or any member of the feline family. How noticeable it is that when any of these animals are about to spring for a prey or the like, they assume the crouching attitude which enables them to leap more quickly. So it is in sprint-running, the athlete crouches, pulls himself together, so to speak, and calmly awaits the spring.

Theoretically speaking, three things should be brought to consideration in order to insure the most accurate start. These three acts must be combined so that they all work simultaneously. First, the body should be well over the mark as far as the centre of equilibrium will allow, so that when the hands leave the ground the body immediately will go forward. This is termed the fall. Secondly, the weight of the body should be on the forward foot and arms. The foot should be about five inches from the line, and great caution should be used not to place the hands too far apart, just so the legs will pass between without touching. The back leg is principally used as a guider, which prevents the body from swaying to the right or left. It should be in a perfectly easy position, so when called upon it will respond actively. It ought to be placed about two feet and a half from the front foot. In other words, a good way to judge how far back this foot should be placed is by



INCORRECT WAY OF LEAVING THE MARK.

Showing the faulty position of the arms.

placing the knee of the back foot at the instep of the front foot. In indoor racing the back foot is placed just a trifle nearer than in outdoor racing.

In many athletes it is a common fault that they do not use their arms to advantage. The arms should be developed just as well as the legs and other muscles of the body, as the whole secret of sprint-running is the ability to call upon all the muscles of the body at the same time. How often you will hear remarked by people unfamiliar with running that the only advantage gained by foot-racing is the development of the legs. Let me assure the reader that all the muscles of the body must be developed, and just as sure as there is an undeveloped muscle, it is certain to make itself known in the outcome of the race.

A push must be cultivated by the legs so the body will be driven forward. Both legs must be called into action at the one moment. This push is only obtained by conscientious starting, and gradually as the legs are exercised, the more powerful becomes the driving force.

Thus having considered the theory of the start, the next consideration is the start in reality. At the command "On the mark," as it is generally termed in America, the athlete approaches the line, as I heretofore explained, assumes the crouch in a perfectly easy posture. In other words, he should be resting upon one knee, hands upon the line, and calmly awaiting the next cautionary command. Immediately upon the latter word he should strike the position known as "Set," and with breath held and the body poised well over the line, he should endeavor to call upon all the muscular and nervous force of the body. To a great many runners the position of the arms seems to be a difficult matter to overcome. By that I mean they don't seem to



A NOVICE'S STARTING—POOR FORM.

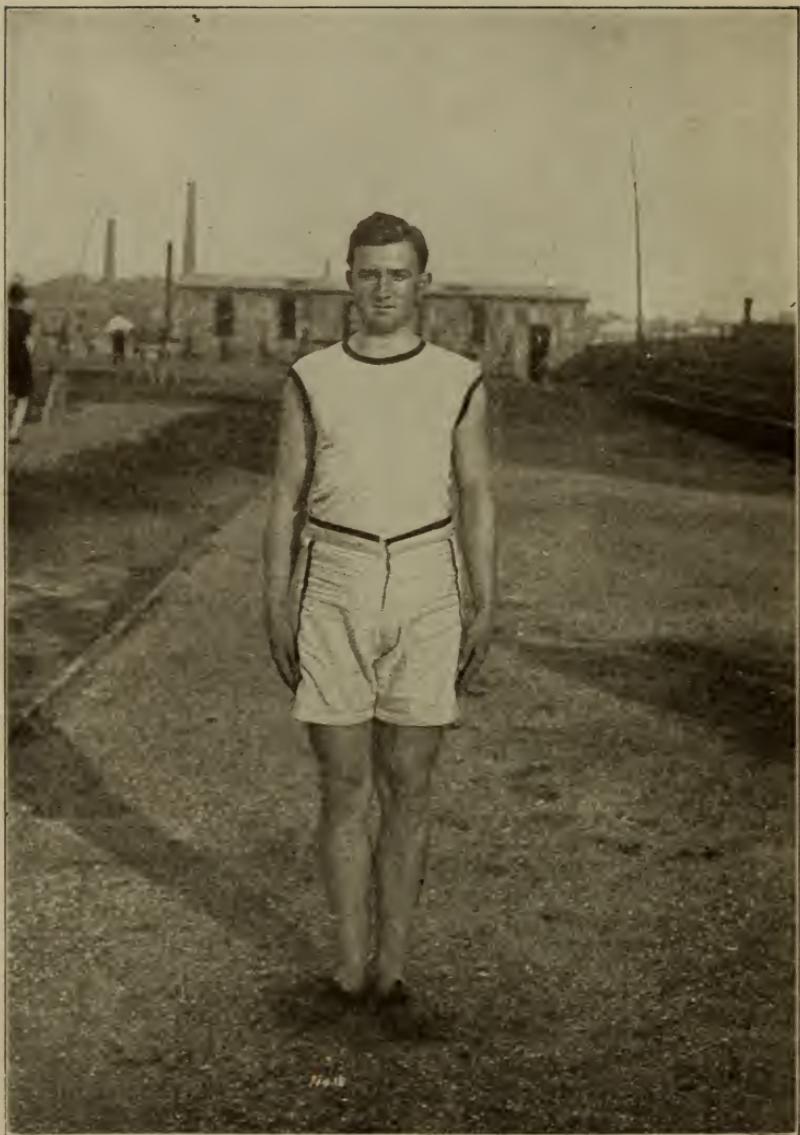
Neck cramped, body not poised on ball of foot, right leg should be extended, body not over mark enough.

know what to do with their arms as soon as the gun goes off. At the report of the pistol the left arm is swung diagonally across the chest, the right arm swung diagonally backwards. This is an immense help to the start when mastered, and much time should be spent in the development of the same.

To a number of runners the first stride seems to be a very difficult matter to overcome with precision. It is necessary that the first stride be made in the proper manner, for if that is not made correctly, it just delays the runner from getting into his speed. The great secret in sprinting is being the first to get into the running. Therefore let me impress upon the reader the necessity of the first stride. The latter is a jabbing motion thrown directly from the hip and kept as close to the ground as possible. Under no condition raise it high in the air. Much time should be spent upon this important function, as constant practice develops a long reach, and the idea is to cover as much ground with as much rapidity as possible. Another important point which should be brought to one's attention is the necessity of "jabbing" straight forward. By that I mean when the right foot is thrust forward it should be directly so, not to the right or the left, as a great number of our beginners are inclined to do.

BREATHING.

A very popular question that has been asked me by many athletes as well as others taking no active part in athletics, is my manner of breathing while in a race. The breathing should be through the mouth and not the nose, as ordinarily. As the runner approaches the line at the start, at the cautionary command "Set," the inhalation should be rather deep, not too much so, however. The breath then should be held, and while the



BREATHING—FIRST POSITION.

Hands at seams of trousers, body erect, head well up.

athlete is in this attitude or condition you might say he is unconscious to everything and everybody. His whole attention is concentrated upon the sound of the pistol. At the report of the gun immediately all the air is forced from the lungs in a most ejaculatory manner, and it is surprising to notice what a help it is to one on the first stride. As the runner is about to take the second stride, or just as soon as the air has been forced from the lungs, at once a deep breath should be retaken and then held as formerly.

In all my short distance races, namely, about forty or fifty yards, I run them in about one breath. It is an awful strain upon one, but after careful attention and training one does not mind the terrific ordeal. In the longer sprint, however, I take about two breaths, for instance, at about sixty yards I take in a fresh supply, which lasts me to the tape. It is very noticeable among beginners that while they very cleverly run forty yards, when it comes to one hundred or a hundred and twenty they under no condition can negotiate the distance with the same amount of speed. The breathing, I do believe, has a great deal to do with it. They run haphazard and seem to lose their head completely while they are at their topmost speed. To the beginner, then, I would advise to indulge daily in the common breathing exercises. By that I mean place the hands at the seam of the trousers, and raise them vertically over the head, at the same time taking a long breath. When above the head, hold the breath for a short space of time, and as the arms fall slowly to their former position, allow the breath to gradually escape. It is absolutely essential that any athlete desiring to accomplish creditable time know how to breathe while running. In watching a novice athlete endeavoring to run a hundred yards



BREATHING—SECOND POSITION.

Arms horizontal position, palms upward, chest gradually inflated.

how noticeable it is to see a change after half the distance has been covered. In other words, you might say he runs as long as he can upon one breath and as soon as the latter has gone his breathing is in any old fashion. The secret of breathing in a race is that the first breath should not be absolutely all used before another breath should be taken. My manner of breathing is that about after I have covered fifty to sixty yards I feel myself not running with the same vim that I ought to, and just as soon as I find this the case, immediately I take in a fresh supply to work on. Consequently, to the beginner, do not use up all the air of your first inhalation, for just as soon as the lungs have no oxygen in them naturally you will weaken.

THE AMOUNT OF WORK TO DO DAILY.

There is nothing, undoubtedly, that would be of more advantage to a person about to take up athletics preliminary to his regular work than cross-country jaunts. To the individual desiring to take up sprinting, it is most commendable to take walks, especially in the fall of the year, clad in good heavy clothing, and occasionally changing the walk to a short run. A sprinter as a general rule does not require the road work that a distance runner would, still, to indulge in these walks about two or three times a week is most beneficial to the athlete, not only in his sprinting but likewise in after life. Having practised these cross-country spins for at least two weeks prior to the regular training, the athlete becomes in a fair condition to undertake his specialty.

Previously in this book I have given rather a general outline in regards to training, but under this title of work it is my intention to give the reader a more specific line of preparation. Supposing the athlete to have spent considerable thought and



BREATHING—THIRD POSITION.

Arms overhead, breath held, and as the arms descend to first position the breathing is gradually released.

consideration upon the preliminary work, the next point is the development for the negotiation of the distance. Short bursts of speed, say about forty yards, should be practised. The athlete should confine himself to this distance for two days, and having also practised a few starts prior to his going through this distance, he should end up his day's training by jogging a two hundred and twenty yards dash at a fair clip. The idea of jogging this distance is to develop the stride. After dashing at the distance of forty yards, the distance should be increased to sixty yards, and at this latter distance about two attempts should be made. The jog should be decreased to about one hundred and sixty yards. It is to one's advantage to secure some other runner to race with, as it is a wonderful help to have some one alongside of you. This pacer should always be a runner who is acknowledged to be a faster man, and if it is impossible to secure a fast pacer, place a slower man upon a handicap and endeavor to catch him.

Personally, just prior to a contest, I always wish to feel tired and a little sleepy, so it would necessitate my retiring earlier than usual, but I wish to caution the runner that there are different stages of tiredness, if I may so term it. When an athlete gets himself into such a condition that he can sleep at all times, and feels practically worn out, then is the time when great care should be taken not to overdo the training.

It was my custom while training to endeavor on all occasions to have myself so that at the time of the race I was at my very best. To accomplish this, much energy must be retained within a person, and should not be left upon the cinder path while preparing.

The time for training should be fixed at a certain hour every

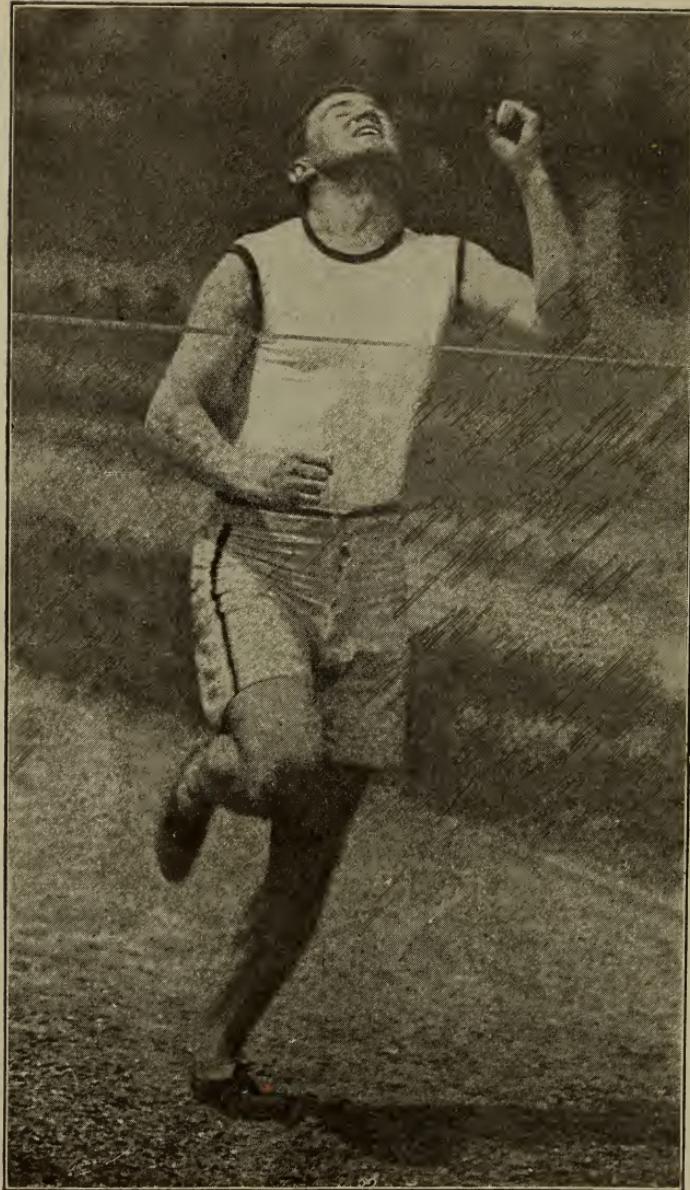


CORRECT MANNER TO FINISH THE SPRINT
Chest well forward, the body literally hurled at the tape.

day, and under no circumstances, except for sickness, should a day be lost. Regularity is one of the principal elements which enters into the success of an athlete, and should the weather be totally unseasonable, upon such occasion the athlete should obtain his rub. Many times in my work have I trained in the rain, and the only reason for my non-appearance on the track would be its poor condition or my illness.

Supposing the runner to have attempted the seventy-five yards mark, the full hundred yards should then be attempted. To the novice, I might advise the use of a timepiece, that he might see what the results of his endeavors are. The day when the full hundred yards is run, the sprinter should end up his day's work by sprinting a good two hundred and twenty yards. Then it is that the efficient coach has an opportunity to observe the progress and the chances of his pupil. Everything should be watched closely and the sprinter should also be observed from a distance. Should the start appear to be slow, of course more time should be spent on this rather difficult essential. On the other hand, should the runner appear not to negotiate the distance strongly, the distance work should be increased. In a great many runners it is noted that some are able to run very well at the beginning of the race, while others show up to better advantage at the finish. To the former, I would say that their chances were far better for success.

In my first years I managed to run the first part of my race very fast, but gradually I weakened from the fifty yards on, so that my stronger opponents would always outfoot me in the last few yards of the race. This was simply because I was not able to withstand the pace I started. However, it was not long before I was able to increase gradually to the tape. So, should t-



INCORRECT WAY OF FINISHING.
Showing the faulty position of head and arms.

runner not give himself up to the care of a coach, he must use his own judgment in such matters.

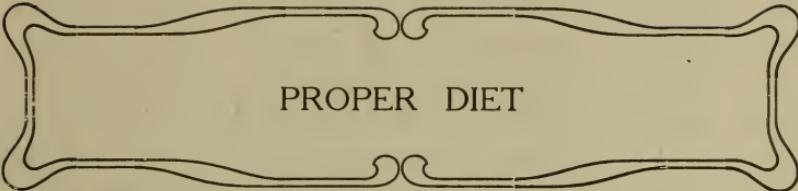
Gradually, as one trains daily he can notice whether he is starting with his usual precision, and has his usual strength at the finish. As I said before, I always delight in seeing a fast beginner, as his chances for development seem more apparent.

A few words on the art of finishing, which, I believe, is one of my strong points in a race, may not be amiss here and possibly will be of some assistance to the ambitious aspirant.

A sprint, you might say, is nothing but a finish from crack of the pistol to the breaking of the tape. My own experience in a race has been that during the whole distance I felt a dread sensation as if something terrible was behind me. This dreaded sensation was the crunch on the cinders of my opponents, who were tearing after me with that do-or-die feeling. Then it is that the athlete must keep his wits about him, as there is great danger when one is hard pressed, in his anxiety to get the lead on his antagonist, that the form of running is lost.



SHOWING THE CORRECT POSITION OF HANDS, ARMS AND HEAD
—BODY FORWARD.



PROPER DIET

Perhaps one of the most prominent elements which enter in the subject of training is the diet. Some trainers do not lay particular stress upon this valuable requisite, but it should be followed with precision. It is absolutely essential that the young athlete using up so much physical and mental force daily should eat well. Previously, according to the old system of training, the athlete was subjected to the most severe rules upon dieting, and his life was simply a drudge, but gradually this system is becoming extinct, so to-day we find all the athletes being treated rather liberally in this respect. In preparing for many of my athletic contests I ate practically anything that agreed with me, but never indulged in any pastry, sweets, such as candy and the like. Two weeks previous, however, to an important contest I subjected myself to a regular diet. It practically consisted of the same thing every day, and although one must confess it became very tiresome, still it has impressed me as one of the foundations of success. So to the young athlete let me advise eating whatever agrees with you, but do not overtax the digestive system, and especially refrain from pastries, candies and anything of a hard digestible nature. In other words, a liberal menu, such as roast lamb, chicken, beef cooked moderately, broiled steak, chops, poached and boiled eggs, vegetables, fruits, oranges, bananas, figs. Then should the young man be entering some very important race let him follow this special diet about two weeks before the con-

test. Broiled steak or chops with poached eggs in the mornings, accompanied with dry toast and tea, coffee or milk; for lunch, steak, a little vegetables, toast and tea, with a little desert, such as stewed pears; in the evening practically the same. Any one can see how monotonous it must be to keep eating steak, but such has been my custom, and the results that have been produced plainly speak for themselves. The diet used by many American athletes was extremely surprising to our cousins across the water. I recall when Alvin Kraenzlein and myself were in Birmingham, England, racing at the sports of the Birmingham Athletic Club, we were guests of Dr. Badger, president of the Midland Counties Association of England. He asked what we desired for a dinner previous to our race. When we informed him what we were accustomed to eating he was very much astounded, as he informed us that our menu was very hard to digest and much opposed to the teachings of medicine. When, however, Kraenzlein went out and broke a world's record he stated that from thereafter he would not undertake to prescribe or criticise the diet of an athlete, as Kraenzlein had completely upset all his directions.

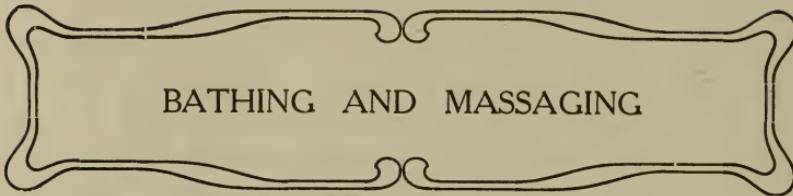
Some athletic trainers allow the use of intoxicants, such as Dublin stout, Bass ale, beer, and in some cases wine. There is no serious objections to any of these when practised with common sense, but should the young athlete be a teetotaler I would advise him to refrain from their use. Now-a-days a great many of our athletes are accustomed to their use at home, and so consequently in such cases it would be of no serious disadvantage to use sparingly of the same. They should be used principally as a tonic to the system and never indulged in to excess.

Another important element which enters in the subject of

training is the question of regular hours. Regularity in this respect should be insisted upon. All athletes should retire not later than ten-thirty and arise anywhere from seven-thirty to eight-thirty. Sleep is an absolute necessity, as an athlete doing physical work requires more rest than the ordinary individual. It is also to one's advantage to endeavor to snatch a short nap in the afternoon just previous to training.

There should be positively no smoking during training, as this popular habit is very injurious not only to the wind, but also to the nerve centres. It was surprising to me when racing in Europe to see the foreign athletes training and still smoking. They were astonished when I informed them that while training I never used tobacco in any form, and repeatedly asked me my objections to its use. The Englishmen in particular seem to be addicted to this habit and smoke continuously while training. They do not believe in denying themselves such fancies, but are content with racing for the pure love of the sport. They do not train so assiduously as the American athlete, and consequently do not produce the sprinters that we do. England seems to be a little behind in respect to sprinters, as repeatedly the "Yankee" cousins contend with them and always defeat them. This is a very unexplainable situation, not only to the Englishmen themselves, but likewise to the American sportsman.

Certain rules of training should be laid down and discipline should be rigidly enforced. How noticeable it is that a great many of our promising athletes cannot be trusted to train conscientiously, but occasionally sneak away and indulge in various forms of dissipation. To such characters as these I would advise them to refrain from attempting to run, as they are not only a detriment to the sport, but likewise are inflicting severe injury upon themselves.



BATHING AND MASSAGING

The subject of bathing, a minor but necessary detail in the exercise of running, should be indulged with cautiously. Some athletes can stand bathing every day, while others on the other hand are weakened by daily sprays. To the majority of athletes, however, I believe it is advantageous to wash daily. Let the runner secure a large sponge and as soon as he has completed the daily training sponge all over with warm water. After the sponging has been completed take a warm shower bath, and gradually regulated till it becomes cold. Under no conditions remain too long, but immediately after the cold shower, secure a rough Turkish towel and have a rubber wipe off the water briskly. My experience as to bathing has been that I took just such showers until a week before the contest, then I refrained from any whatsoever.

After the rubbing down process by means of the Turkish towel has been finished, then the athlete should receive a thorough massaging. The latter is very essential in sprinting, for in order for one to hope to be successful he should keep all the muscles supple.

It is not absolutely necessary to have some particular liniment as a rub-down, anything in the line of witch hazel, alcohol or the like will do. The effects of rubbing is not from the embrocation used, but the effect of the kneading from the same.

Upon damp and cold days, before the athlete appears upon

the track to do his work, I should advise him to lubricate well all his joints with cocoanut oil. In fact, any day of a race I would massage thoroughly with this oil. The subject of rubbing formerly was considered not absolutely essential, and as a matter of fact many sprinters to-day do no rubbing. My experience in sprint-running has been that it is absolutely necessary. It is surprising how rapidly an athlete can become stale if he does not rub. In my English races many times I was unable to rub properly, but the neglect of such soon asserted itself.

In England the manner of rubbing is very different than in our own country.

Abroad the rubber uses a certain kind of rough mittens; and only upon extraordinary occasions did I see an embrocation used. Personally, I had no use for this method of massaging with these mittens, and the rubbers seemed much astounded when I requested them to give me a "Yankee Rub."

It is to one's advantage to rub before working, as well as after. It is very easy to strain a ligament or tendon, but by having the limbs thoroughly warmed up before practising it decreases the chances of any such accidents.

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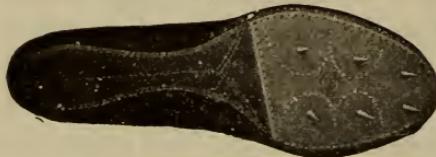
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Spalding "Olympic Championship" Short Distance Running Shoes

No. 2-0. Extremely light and glove fitting. Hand made steel spikes firmly riveted on. Worn by all champions for short distances, especially 440 and 880 yards and 1 mile races. Pr., \$6.00.



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Spalding "Olympic Championship" Jumping Shoes

No. 14H. Specially stiffened soles. Hand made steel spikes placed as suggested by champion jumpers. Also correct shoes for shot putting, weight and hammer throwing. . . . Pair, \$6.00



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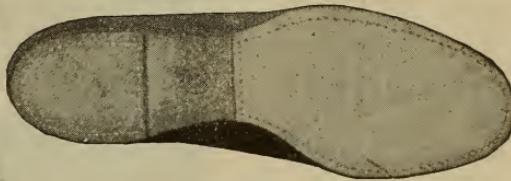
Spalding **MARATHON**
"Maθaθων"
Long Distance Running Shoes

No. **MH.** High cut, but light in weight. Well finished inside so as not to hurt the feet in a long race. Special leather soles, will not wear smooth, light leather heels; special quality black calfskin uppers. Hand sewed.

Pair, \$5.00



No. MH



No. MO



No. **MO.** Low cut. Blucher style. Otherwise same as No. MH.
Pair, \$5.00

Keep the uppers of all running shoes soft and pliable by using Spalding "Dri-Foot." It will greatly add to the wear of shoes.
Can, 15c.

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Spalding Outdoor Running Shoes

No. 10. Fine quality
calfskin; light weight.
Bench made. Hand
made steel spikes.

Pair, \$5.00

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No. 14J. Good qual-
ity calfskin; machine
made. Satisfactory
quality; durable. Steel
spikes. Pair, \$4.50



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For Indoor Shoes, especially when the feet perspire, the uppers should be kept soft and pliable with Spalding "Dri-Foot." It will extend the life of shoes. Can, 15c.

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Spalding Outdoor Running Shoes

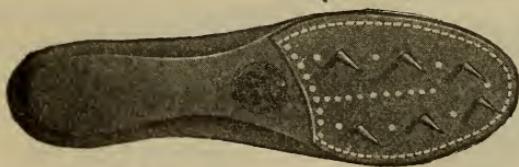


No. 11T

No. 11T. Calfskin, machine made; solid leather tap sole holds spikes firmly in place.

Pair, \$4.50

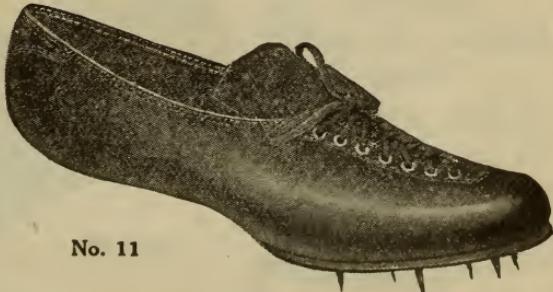
★ \$48.60 Doz.



Juvenile Outdoor Running Shoes

No. 12. Leather, good quality, complete with spikes. Sizes, 12 to 5 only.

Pair, \$3.00



No. 11



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WITH BALL BEARING SWIVEL—Patented May 15, 1900

Used by the World's Record Holder, Pat Ryan. The Spalding Championship Hammer has been used exclusively by all the leading hammer throwers, including the record holders, for years past. The benefits of the ball bearing construction will be quickly appreciated by all hammer throwers. Special quality steel wire handle, with double triangle handpieces. Guaranteed absolutely correct in weight. Lead ball. No 12F 12-lb., without sole leather case. Ea., \$4.50 No. 16F. 16-lb., without sole leather case. Ea., \$5.00
No. L. Leather case, to hold either 12 or 16 lb. hammer. Each, \$2.00

EXTRA WIRE HANDLES

No. MG. For championship hammers. Single grip style. Each, \$2.00

Spalding Regulation Hammer, with Wire Handle IRON—Guaranteed Correct in Weight
No 12IH. 12-lb., iron, practice. Each, \$3.50 No. 16IH. 16-lb., iron, regulation. Each, \$3.75

EXTRA WIRE HANDLES—For Regulation Hammers

No. FH. Improved design, large grip, heavy wire. Each, 75c.

Spalding Rubber Covered Indoor Shot Patented December 19, 1905

Made on scientific principles; perfectly round; gives a fine grip, and has the proper resiliency when it comes in contact with floor; will wear longer than the ordinary leather covered; no possibility that the lead dust will sift out; always full weight.
No. P. 16-lb. Each, \$12.00 | No. Q. 12-lb. Each, \$10.00



Spalding Indoor Shot

With improved leather cover. Our special method of construction prevents loss of weight, even when used constantly.

No. 3. 12-lb. Each, \$6.50

No. 4. 16-lb. " 7.50.



Regulation 56-lb. Weight

No. 2. Used and endorsed by all weight throwers. Lead. Packed in box, guaranteed correct in weight. Complete, \$12.00

Tambourine

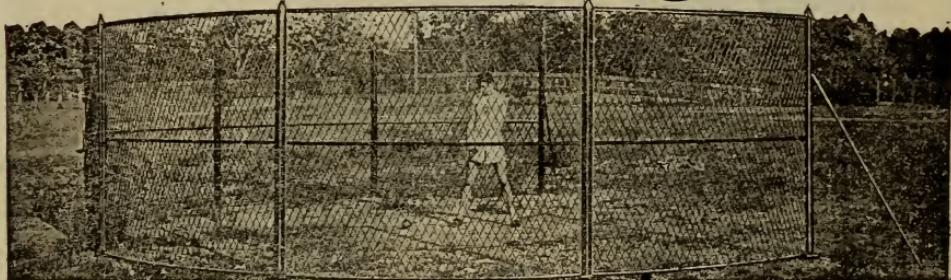
No. 1. Required when throwing 56-lb. weight for height. Each, \$10.00



Regulation Shot—Lead and Iron

Guaranteed Correct in Weight

No. 16LS. 16-lb., lead. \$3.50 No. 12IS. 12-lb., iron. \$1.50
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To protect judges and spectators from any accident that might be liable to occur in the throwing of the hammer. One-third of circumference of cage is left open in direction in which hammer is thrown. Cage is made of $\frac{1}{4}$ -inch crimped wire, in sections 8 feet long by 7 feet high, supported by heavy iron posts set four feet into the ground in concrete bases. Complete (shipping weight 1000 lbs.), packed for shipment f.o.b. Boston. Each, \$200.00

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Made according to official regulations. Weights guaranteed accurate; records made with these implements will be recognized.

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We have discontinued making Spruce Vaulting Poles because we find ourselves unable to recommend their use owing to danger of breakage and possibility of serious injury to user. Bamboo poles we do recommend, having proven to our satisfaction that they are superior for vaulting to poles made of any wood we know of, and, furthermore, if they do break while in use, the danger of personal injury is very remote.

Spalding Bamboo Vaulting Poles

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Owing to differences in climatic conditions it is impossible to keep Bamboo Vaulting Poles from cracking. These cracks or season checks do not appreciably detract from the merits of the poles, except where they are continuous. Much of the real strength of the pole is in the joints. All of our tests would seem to prove that poles with season checks may be accepted as safe and durable, except where the season check is wide open and extends through several sections on one side. Very frequently such splits or season checks can be entirely closed by placing the pole in a damp place for a day or so.



INDOOR BAMBOO VAULTING POLES

Tape wound at short intervals. Thoroughly tested before leaving our factory. Fitted with special spike.

No. 10BV. 10 ft. Ea. \$4.00 | No. 14BV. 14 ft. Ea. \$6.00
No. 12BV. 12 ft. " 5.00 | No. 16BV. 16 ft. " 6.00



OUTDOOR BAMBOO VAULTING POLES

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Printed on Heavy Manila Paper or Strong Linen



	Manila, Linen, Set	Set	Set
No. 1.	1 to 50.	.25	\$1.50
No. 2.	1 to 75.	.38	2.25
No. 3.	1 to 100.	.50	3.00
No. 4.	1 to 150.	.75	4.50
No. 5.	1 to 200.	1.00	6.00
No. 6.	1 to 250.	1.25	7.50

For larger meets we supply Competitors' Numbers, on Manila paper only, in sets as follows:

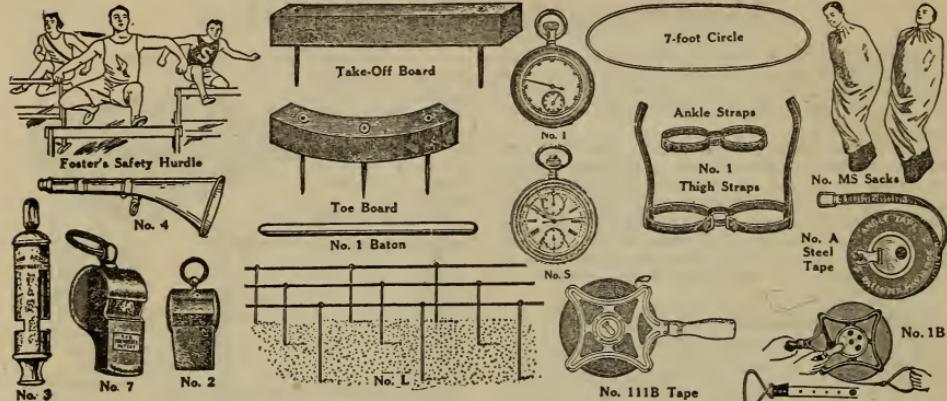
No. 7. 1 to 300.	Set, \$1.50	No. 16. 1 to 1200.	Set, \$6.00
No. 8. 1 to 400.	" 2.00	No. 17. 1 to 1300.	" 6.50
No. 9. 1 to 500.	" 2.50	No. 18. 1 to 1400.	" 7.00
No. 10. 1 to 600.	" 3.00	No. 19. 1 to 1500.	" 7.50
No. 11. 1 to 700.	" 3.50	No. 20. 1 to 1600.	" 8.00
No. 12. 1 to 800.	" 4.00	No. 21. 1 to 1700.	" 8.50
No. 13. 1 to 900.	" 4.50	No. 22. 1 to 1800.	" 9.00
No. 14. 1 to 1000.	" 5.00	No. 23. 1 to 1900.	" 9.50
No. 15. 1 to 1100.	" 5.50	No. 24. 1 to 2000.	" 10.00

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The frame is 2 feet 6 inches high, with a swinging wooden hurdle 2 feet high, the swinging joint being 6 inches from one side and 18 inches from the other. With the short side up it measures 2 feet 6 inches from the ground, and with the long side up, 3 feet 6 inches. The hurdle can be changed from one height to the other in a few seconds, and is held firmly in either position by a clamp lever.

Single hurdle, \$3.50

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The discus, shot and weights are thrown from the 7-foot circle. Made of one-piece band iron, with welded joints. Circle painted white. Each, \$10.00

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The Take-off Board is used for the running broad jump, and is a necessary adjunct to the athletic field. Regulation size; painted gray. Each, \$3.00

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Used when putting the 16-lb. shot, throwing weights and discus, and is curved on the arc of a 7-foot circle. Toe Board, regulation size, painted gray and substantially made. Each, \$3.50

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No. 3. Nickel-plated, special deep tone. " 75c.
No. 2. Very reliable. Popular design. " 25c.

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No. L We supply in this set sufficient stakes and cord to lay out four 100-yard lanes. Stakes are made with pointed ends and sufficiently strong, so that they can be driven into hard ground. Set, \$14.00

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Made according to official rules. Complete set of straps for fastening men, and with extra straps for keeping fastenings at required height in long distance races.

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We supply everything needed to fit out an athletic field in proper shape, in addition to everything needed by officials in charge. We are the "official outfitters" for all organized athletic bodies in the United States.

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Spalding Official Sacks for Sack Races are made in two sizes, for men and boys. Are all strongly reinforced, will wear for a great length of time, and by their construction it is practically impossible for racers to work their feet free. These sacks are made in exact accordance with official regulations. No. MS. Men's Sack, reinforced, 3 ft. wide. Each, \$1.50. No. BS. Boys' Sack, reinforced, 2½ ft. wide. " 1.00

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No. 1. Correct size, length and weight. . . . Each, 15c.

Patent Steel Tape Chain on Patent Electric Reel—For Measuring Distances in Athletic Competitions

Superior steel about $\frac{1}{4}$ inch wide. The reel allows the entire tape open to dry and can be reeled and unreeled as easily as tapes in cases. Especially adapted to lay off courses and long measurements. Last foot only marked in inches. No. 1B. 100 ft. long. Ea., \$5.00! No. 11B. 200 ft. long. Ea., \$7.50

Official Athletic Steel Measuring Tape

No. 111B. 300 feet long; has etched markings throughout; feet, inches and eighths. Complete on reel, with convenient wood handle. Each, \$16.50

Patent "Angle" Steel Measuring Tape

Especially adapted for laying off base ball diamonds, tennis courts and all kinds of athletic fields, both outdoors and indoors. Right angles accurately determined; also equally good for straight or any kind of measuring. Enclosed in hard leather case, flush handles. All mountings nickel-plated. No. A. 50 feet long, $\frac{3}{8}$ inch wide. Each, \$4.00. No. B. 100 feet long, $\frac{3}{8}$ inch wide. Each, 6.75

Spalding Stop Watches

No. S. Combined Chronometer and Stop Watch. Keeps good time and in addition to regular hands has split second hand. A very satisfactory time-piece as well as a useful article for athletes. Supplied on special orders only. Each, \$15.00

No. 1. Stem winder, nickel-plated case, porcelain dial, registered to 60 seconds by 1.5 seconds, fly back engaging and disengaging mechanism. Each, \$7.50

We are the "official outfitters" for all organized athletic bodies in the United States.

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THE SPALDING



TRADE-MARK

GUARANTEES
QUALITY

SPALDING KNIT ATHLETIC SHIRTS



No. 600. Each, \$1.25

Spalding Sleeveless Shirts

No. 600. Worsted. Carried in stock in Gray, White, Navy Blue, Maroon, and Black. Each, \$1.25 ★ \$13.20 Doz.

No. 6E. Sanitary cotton. Bleached White, Navy Blue, Black, Maroon or Gray. . . . Each, 50c. ★ \$5.40 Doz.

STOCK SIZES:
26 to 46 inch chest.



No. 600S. Each, \$1.50

Spalding Sleeveless Shirts

No. 600S. Worsted, with 6-inch stripe around chest, carried in stock in following combinations of colors: Navy with White stripe, Black with Orange stripe, Maroon with White stripe, Black with Red stripe, Gray with Cardinal stripe. Each, \$1.50 ★ \$16.20 Doz.

No. 6ES. Sanitary cotton, solid color body, with 6-inch stripe around chest, in same combinations of colors as No. 600S. . . . Each, 75c. ★ \$8.10 Doz.

Woven Necklace on Shirts

Nos. 600, 601 or 600S Shirts, on special orders only, with necklace woven of different color to body of shirt, for an extra charge of \$1.00 per garment.



No. 600D. Each, \$2.00

Spalding Shirts, with Sash

No. 600D. Worsted, sleeveless, with woven sash of any color. Not carried in stock. . . . Each, \$2.00 ★ \$21.60 Doz.

No. 6WD. Sanitary cotton, sleeveless, with woven sash. Same combinations of colors as No. 600S. Not carried in stock. . . . Each, \$1.25 ★ \$13.50 Doz.

No. 6ED. Sanitary cotton, sleeveless, solid color body, with sash stitched on. Same combinations of colors as No. 600S. . . . Each, 75c. ★ \$8.10 Doz.

Spalding Full Sleeve Shirts

No. 602. Good quality worsted. Solid colors. Special order only. Not carried in stock. . . . Each, \$2.00 ★ \$21.60 Doz.

No. 3D. Cotton. Flesh, White, Black. Each, \$1.00 ★ \$10.80 Doz.



No. 600V. Each, \$1.25



No. 601NV. Each, \$1.75

No. 601NV. Worsted. Quarter sleeves. V-neck. With stripes around neck and sleeves. Supplied on special orders only, one color body, two colors striping (any colors). Each, \$1.75 ★ \$19.20 Doz.

No. 601N. Same as No. 601NV, but round instead of V-neck. Special orders only. . . . Each, \$1.75 ★ \$19.20 Doz.

The prices printed in italics opposite items marked with ★ will be quoted only on orders for one-half dozen or more at one time.



No. 12L. Each, \$2.50

Spalding Leotards

For Gymnasium Use, Wrestling, etc.

No. 12L. Combining athletic shirt and trunks. Good quality worsted. Not carried in stock. Supplied on special orders only in any color. . . . Each, \$2.50

No. 600V. Worsted. Sleeveless. V-neck. Supplied on special orders only, any color. . . . Each, \$1.25 ★ \$13.80 Doz.

No. 600NV. Same as No. 600V, but any two colors striping around neck. Special orders only. Each, \$1.50 ★ \$16.20 Doz.

No. 600N. Same as No. 600NV, but round instead of V-neck. Special orders only. . . . Each, \$1.50 ★ \$16.20 Doz.

PRICES SUBJECT TO CHANGE WITHOUT NOTICE.

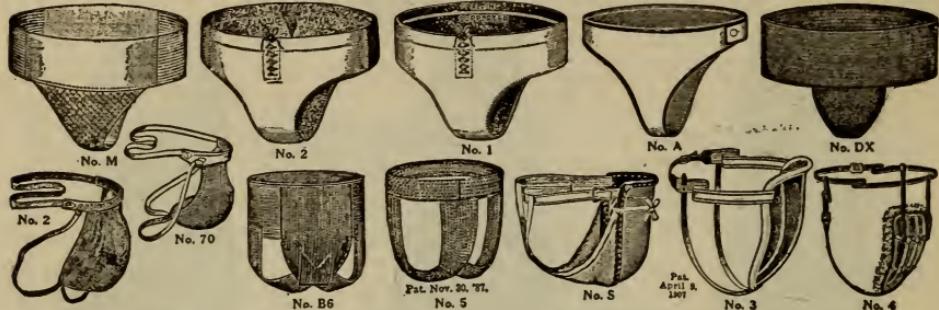
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The "Mike Murphy" Athletic Supporter

Patent Applied For.

No. M. Invented by the late Michael C. Murphy, the famous athletic trainer, of the University of Pennsylvania. Elastic waistband and mesh front, with elastic sides. The latest and best thing in an athletic support. Furnished in three sizes: Small, to fit waist 22 to 28 inches; Medium, 30 to 38 inches; Large, 40 to 48 inches. . . . Each, 75c.

Spalding Supporters

No. 2. Best Canton flannel, elastic pieces on side.	Each, 50c. \star \$5.40 Doz.
No. 3. Like No. 2, but open mesh lower portion.	Each, 50c. \star \$5.40 Doz.
No. 1. Best Canton flannel.	25c. \star 2.70 "
No. X. Similar to No. 1.	20c. \star 2.16 "
No. A. Swimming Supporter. For water polo, bathing and swimming. Buttons at side.	Each, 50c.

The "Spalding" Style Suspensories

No. 70. Non-elastic bands, knitted sack.	Each, \$.25
No. 71. Elastic buttock bands, knitted sack.	35
No. 72. Elastic bands, knitted sack.50
No. 73½. Elastic bands, silk sack.75
No. 76. Silk bands, finest silk sack.	1.25

"Old Point Comfort" Style Suspensory

No. 2. Lisle thread sack.	Each, \$.75
No. 3. Fine silk sack, satin trimmings.	1.00
No. 4. Silk bands, satin trimmings, finest silk sack.	1.25

Spalding All Elastic Supporter (Black)

No. DX. Made of good quality black covered elastic. Waistband six inches wide. Small, medium and large.	Ea., \$1.25
---	-------------

Mike Murphy "Rub-In" Athletic Liniment

THIS PREPARATION is the same as was used by the late Mike Murphy, the famous athletic trainer, in conditioning the most famous college athletes, including those of Yale, the University of Pennsylvania and other college teams, and he used the same preparation to keep in good shape the American athletes who competed at the Olympic Games at London in 1908 and at Stockholm in 1912, both teams having been under his entire charge. He was famous for the perfect condition in which he brought his athletes into a contest, and the ingredients and proper preparation of his "Rub-In" Liniment he kept a closely guarded secret. He finally, however, turned the formula over to A. G. Spalding & Bros. with perfect confidence that the proper materials would always be used in preparing the liniment and that no consideration would induce us to cheapen it in any way.

Large bottles. Each, 50c. Small bottles. Each, 25c.

The prices printed in italics opposite items marked with \star will be quoted only on orders for one-half dozen or more. Quantity prices NOT allowed on items NOT marked with \star

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Prices in effect July 5, 1914. Subject to change without notice. For Canadian prices see special Canadian Catalogue.



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SPALDING

NEW ATHLETIC GOODS CATALOGUE

The following selection of items from Spalding's latest Catalogue will give an idea of the great variety of ATHLETIC GOODS manufactured by A. G. SPALDING & BROS. :: :: :: SEND FOR A FREE COPY.

SEE LIST OF SPALDING STORE ADDRESSES ON INSIDE FRONT COVER OF THIS BOOK

Ankle Supporter	Emblems	Jackets—	Polo, Roller, Goods	Skate Bag
Athletic Library	Embroidery	Fencing	Protectors—	Skate Keys
Attachments—	Exercisers—	Foot Ball	Abdomen	Skate Rollers
Chest Weight	Elastic	Javelins	Eyeglass	Skate Straps
Bags—	Home	Jerseys	Finger, Field Hockey	Skate Sundries
Caddy		Knee Protectors	Indoor Base Ball	Ski
Skating		Knickerbockers, Foot Ball,	Knee	Snow Shoes
Skate		Lace, Foot Ball	Thumb, Basket Ball	Sports Coats
Balls—		Lacrosse Goods	Pucks, Hockey, Ico	Sprint Games
Base		Ladies—	Push Ball	Squash Goods
Basket		Fencing Goods	Pushers, Chamois	Standards—
Basket		Field Hockey Goods		Vaulting
Field Hockey	College	Gymnasium Shoes		Volley Ball
Foot, College	Marking, Golfs	Gymnasium Suits	Scaps—	Scaps—
Foot, Rugby	Foil, Fencing	Skates, Ice	For Three-Legged Race	Skate
Foot, Soccer	Foot Ballers	Skates, Roller	Sticks, Roller Polo	Stockings
Golf	Association	Skating Shoes	Stop Boards	Striking Bags
Hand	College	Snow Shoes	Suits—	Base Ball, Indoor
Hurley	Rugby	Laces for Sprints		Gymnasium, Ladies'
Indoor Base	Foot Ball Clothing	Leg Guards—		Soccer
base	Foot Ball, Goal Nets	Foot Ball		Swimming
Medicine	Foot Ball Times	Ice Hockey	Supporters—	Water Polo
Playground		Leorards	Arms	
Polo, Roller	Gloves—	Letters—	Wrist	
Polo, Water	Boxing	Embroidered	Suspensions	
Push	Fencing	Felt	Sweaters	
Squash	Foot Ball	Masks—	Swivels, Striking Bag	
Volley	Golf	Fencing	Swords—	
	Hand Ball	Nose	Fencing	Dueling
	Hockey, Field	Masseur, Abdominal	Tecking	Tecking Machine
	Hockey, Ice	Mattresses, Gymnasium	Take-Off Board	
	Lacrosse	Mattresses, Wrestling	Tape, Measuring, Steel	
	Golf Clubs	Megaphones	Tees, Golf	
	Golf Counters	Mitts—	Tennis Posts, Indoor	
	Golf Sundries	Hand Ball	Tights—	
	Gollette	Striking Bag	Full	
	Grips—	Muscaris	Full, Wrestling	
	Athletic	Mouthpiece, Foot Ball	Hockey	
	Golf	Mufflers	Knee	
	Gymnasium, Home	Needle, Lacung	Toboggans	
	Gymnasium Board, Home.	Nets—	Toboggan Cushions	
		Basket Ball	Toe Boards	
		Golf Driving	Toques	
		Volley Ball	Trapeze, Adjustable	
		Newcomb	Trapeze, Single	
		Numbers, Competitors'	Trousers—	
		Pads—	Y. M. C. A.	
		Foot Ball	Foot Ball	
		Ice Hockey	Trunks—	
		Wrestling	Velvet	
		Paint, Golf	Worsted	
		Pants	Tug of War	
		Bucket Ball	Umbrella, Golf	
		Boys' Knee	Uniforms, Base Ball Indoor	
		Foot Ball, College	Wands, Calisthenic	
		Foot Ball, Rugby	Washer, Golf Ball	
		Hockey, Ice	Watches, Stop	
		Running	Weight, 56-lb.	
		Parachute Gol Ball	Whistles	
		Pennants, College	Wrestling Equipment	
		Plastrons, Fencing	Wrist Machines	
		Plates—	Womans' Sports Shirts	
		Teeing, Golf		
		Platforms, Striking Bag		
		Poles—		
		Ski		
		Vaulting		

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Standard Policy

A Standard Quality must be inseparably linked to a Standard Policy. Without a definite and Standard Mercantile Policy, it is impossible for a Manufacturer to long maintain a Standard Quality.

To market his goods through the jobber, a manufacturer must provide a profit for the jobber as well as for the retail dealer. To meet these conditions of Dual Profits, the manufacturer is obliged to set a proportionately high list price on his goods to the consumer.

To enable the glib salesman, when booking his orders, to figure out attractive profits to both the jobber and retailer, these high list prices are absolutely essential; but their real purpose will have been served when the manufacturer has secured his order from the jobber, and the jobber has secured his order from the retailer.

However, these deceptive high list prices are not fair to the consumer, who does not, and, in reality, is not ever expected to pay these fancy list prices.

When the season opens for the sale of such goods, with their misleading but alluring high list prices, the retailer begins to realize his responsibilities, and grapples with the situation as best he can, by offering "special discounts," which vary with local trade conditions.

Under this system of merchandising, the profits to both the manufacturer and the jobber are assured; but as there is no stability maintained in the prices to the consumer, the keen competition amongst the local dealers invariably leads to a demoralized cutting of prices by which the profits of the retailer are practically eliminated.

This demoralization always reacts on the manufacturer. The jobber insists on lower, and still lower, prices. The manufacturer, in his turn, meets this demand for the lowering of prices by the only way open to him, viz.: the cheapening and degrading of the quality of his product.

The foregoing conditions became so intolerable that 15 years ago, in 1899, A. G. Spalding & Bros. determined to rectify this demoralization in the Athletic Goods Trade, and inaugurated what has since become known as "The Spalding Policy."

The "Spalding Policy" eliminates the jobber entirely, so far as Spalding Goods are concerned, and the retail dealer secures the supply of Spalding Athletic Goods direct from the manufacturer by which the retail dealer is assured a fair, legitimate and certain profit on all Spalding Athletic Goods, and the consumer is assured a Standard Quality and is protected from imposition.

The "Spalding Policy" is decidedly for the interest and protection of the users of Athletic Goods, and acts in two ways:

First.—The user is assured of genuine Official Standard Athletic Goods.

Second.—As manufacturers, we can proceed with confidence in purchasing at the proper time, the very best raw materials required in the manufacture of our various goods, well ahead of their respective seasons, and this enables us to provide the necessary quantity and absolutely maintain the Spalding Standard of Quality.

All retail dealers handling Spalding Athletic Goods are requested to supply consumers at our regular printed catalogue prices—neither more nor less—the same prices that similar goods are sold for in our New York, Chicago and other stores.

All Spalding dealers, as well as users of Spalding Athletic Goods, are treated exactly alike, and no special rebates or discriminations are allowed to anyone.

This briefly, is the "Spalding Policy," which has already been in successful operation for the past 15 years, and will be indefinitely continued.

In other words, "The Spalding Policy" is a "square deal" for everybody.

A. G. SPALDING & BROS.

By *A. G. Spalding*.
PRESIDENT.

Standard Quality

An article that is universally given the appellation "Standard" is thereby conceded to be the criterion, to which are compared all other things of a similar nature. For instance, the Gold Dollar of the United States is the Standard unit of currency, because it must legally contain a specific proportion of pure gold, and the fact of its being Genuine is guaranteed by the Government Stamp thereon. As a protection to the users of this currency against counterfeiting and other tricks, considerable money is expended in maintaining a Secret Service Bureau of Experts. Under the law, citizen manufacturers must depend to a great extent upon Trade-Marks and similar devices to protect themselves against counterfeit products—without the aid of "Government Detectives" or "Public Opinion" to assist them.

Consequently the "Consumer's Protection" against misrepresentation and "inferior quality" rests entirely upon the integrity and responsibility of the "Manufacturer."

A. G. Spalding & Bros. have, by their rigorous attention to "Quality," for thirty-eight years, caused their Trade-Mark to become known throughout the world as a Guarantee of Quality as dependable in their field as the U. S. Currency is in its field.

The necessity of upholding the Guarantee of the Spalding Trade-Mark and maintaining the Standard Quality of their Athletic Goods, is, therefore, as obvious as is the necessity of the Government in maintaining a Standard Currency.

Thus each consumer is not only insuring himself but also protecting other consumers when he assists a Reliable Manufacturer in upholding his Trade-Mark and all that it stands for. Therefore, we urge all users of our Athletic Goods to assist us in maintaining the Spalding Standard of Excellence, by insisting that our Trade-Mark be plainly stamped on all athletic goods which they buy, because without this precaution our best efforts towards maintaining Standard Quality and preventing fraudulent substitution will be ineffectual.

Manufacturers of Standard Articles invariably suffer the reputation of being high-priced, and this sentiment is fostered and emphasized by makers of "inferior goods," with whom low prices are the main consideration.

A manufacturer of recognized Standard Goods, with a reputation to uphold and a guarantee to protect must necessarily have higher prices than a manufacturer of cheap goods, whose idea of and basis of a claim for Standard Quality depends principally upon the eloquence of the salesman.

We know from experience that there is no quicksand more unstable than poverty in quality—and we avoid this quicksand by Standard Quality.



A. G. Spalding & Bros.

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A separate book covers every Athletic Sport
and is Official and Standard
Price 10 cents each

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ST. LOUIS, 1904

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A. G. SPALDING & BROS.

MAINTAIN WHOLESALE and RETAIL STORES in the FOLLOWING CITIES

NEW YORK	CHICAGO	ST. LOUIS
BOSTON	MILWAUKEE	KANSAS CITY
PHILADELPHIA	DETROIT	SAN FRANCISCO
NEWARK	CINCINNATI	LOS ANGELES
ALBANY	CLEVELAND	SEATTLE
BUFFALO	COLUMBUS	SALT LAKE CITY
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ROCHESTER	PITTSBURGH	MINNEAPOLIS
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LIVERPOOL, ENGLAND		LOUISVILLE
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MANCHESTER, ENGLAND		NEW ORLEANS
EDINBURGH, SCOTLAND		DALLAS
GLASGOW, SCOTLAND		MONTRÉAL, CANADA
		TORONTO, CANADA
		PARIS, FRANCE
		SYDNEY, AUSTRALIA

Factories owned and operated by A.G. Spalding & Bros. and where all of Spalding's Trade-Marked Athletic Goods are made are located in the following cities:

NEW YORK	CHICAGO	SAN FRANCISCO	CHICOPEE, MASS.
BROOKLYN	BOSTON	PHILADELPHIA	London, Eng.

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